

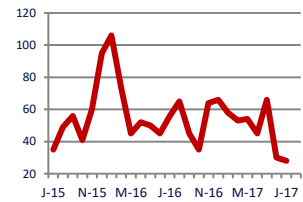
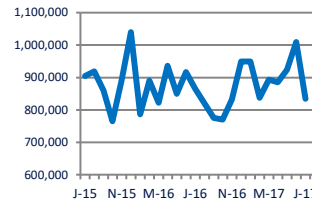
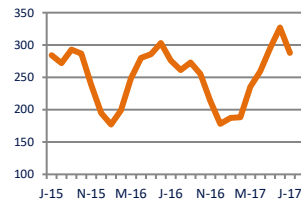
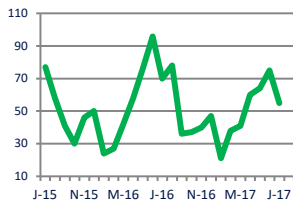


Focus On: Potomac Housing Market

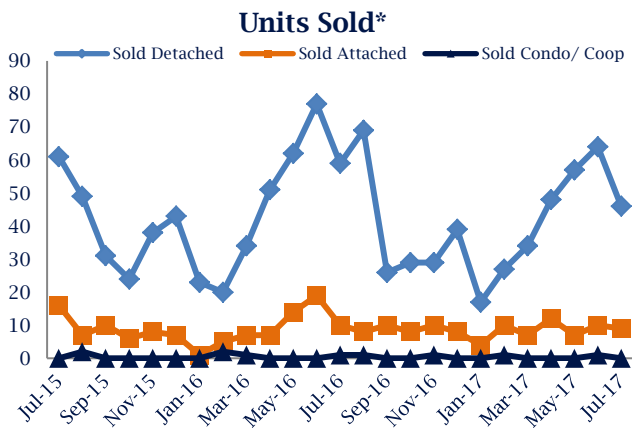
July 2017

Zip Code(s): 20854

Units Sold 55	Active Inventory 288	Median Sale Price \$834,000	Days On Market 28
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Down -21% Vs. Year Ago	Up 4% Vs. Year Ago	Down -4% Vs. Year Ago	Down -50% Vs. Year Ago
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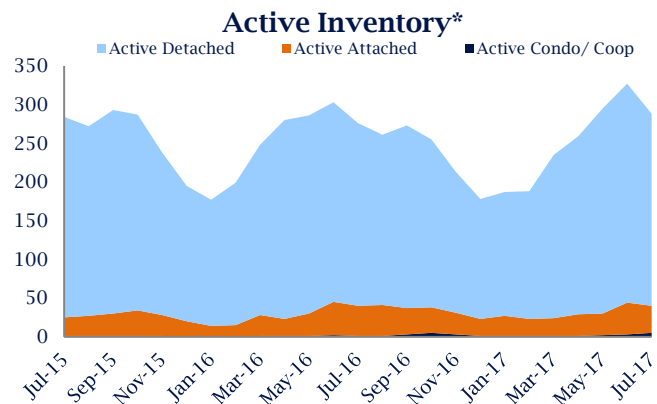


Units Sold

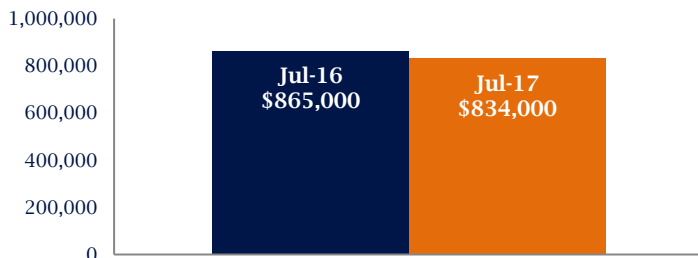
There was a decrease in total units sold in July, with 55 sold this month in Potomac versus 75 last month, a decrease of 27%. This month's total units sold was lower than at this time last year, a decrease of 21% versus July 2016.

Active Inventory

Versus last year, the total number of homes available this month is higher by 12 units or 4%. The total number of active inventory this July was 288 compared to 276 in July 2016. This month's total of 288 is lower than the previous month's total supply of available inventory of 327, a decrease of 12%.



Median Sale Price



Median Sale Price

Last July, the median sale price for Potomac Homes was \$865,000. This July, the median sale price was \$834,000, a decrease of 4% or \$31,000 compared to last year. The current median sold price is 17% lower than in June.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Potomac are defined as properties listed in zip code/s 20854.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



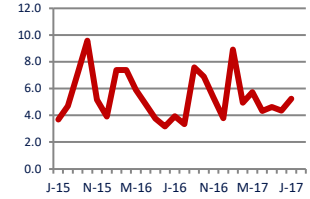
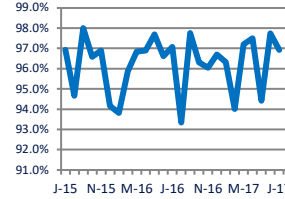
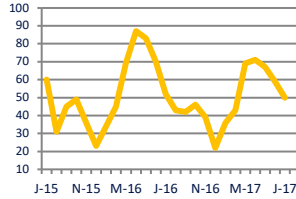
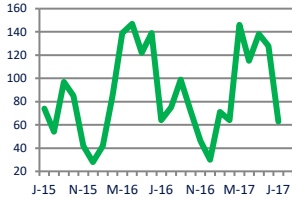


Focus On: Potomac Housing Market

July 2017

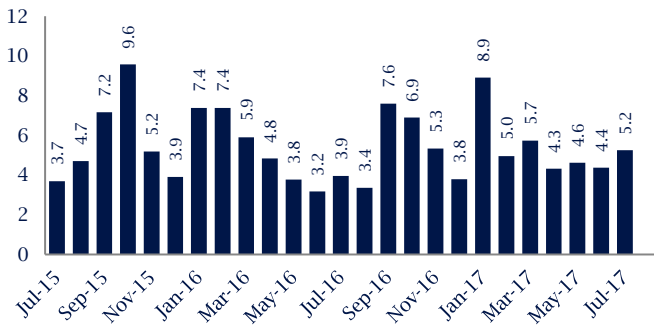
Zip Code(s): 20854

New Listings 63	Current Contracts 50	Sold Vs. List Price 96.9%	Months of Supply 5.2
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Down -2% Vs. Year Ago	Down -4% Vs. Year Ago	No Change Vs. Year Ago	Up 33% Vs. Year Ago
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Months Of Supply



Months of Supply

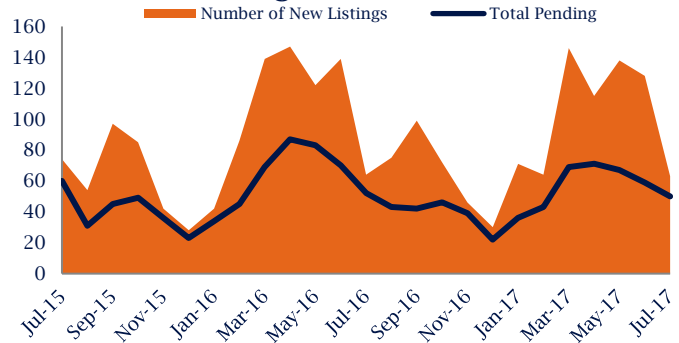
In July, there was 5.2 months of supply available in Potomac, compared to 3.9 in July 2016. That is an increase of 33% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 63 homes newly listed for sale in Potomac compared to 64 in July 2016, a decrease of 2%. There were 50 current contracts pending sale this July compared to 52 a year ago. The number of current contracts is 4% lower than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Potomac was 96.9% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 28, lower than the average last year, which was 56, a decrease of 50%.

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